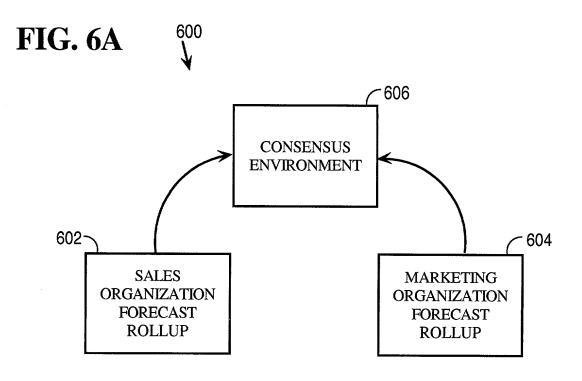


-500 ~ 510 -512 Q1 Q2 Q3 Q4 WORLD-->EUROPE-->FRANCE 909/ FAMILY1 FAMILY2 508~ FIG. 5D

-500 WORLD-->EUROPE-->FRANCE-->FAMILY1 **~510** 512 Q1 Q2 Q3 Q4 909 LINEZ 508~ FIG. SE



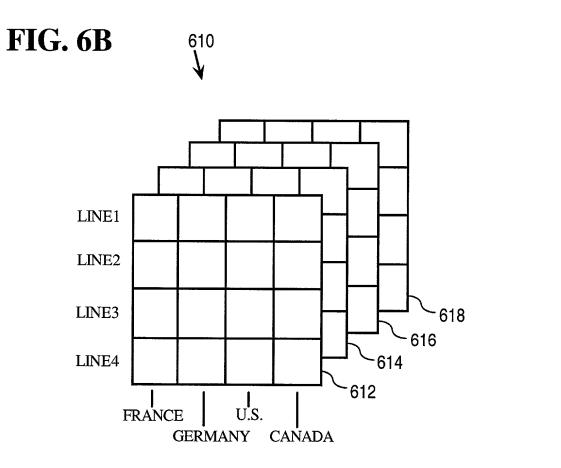


FIG. 6C

7050

Š	j	C.S.	CANADA	CANADA	FRANCE	FRANCE	GERMANY	GERMANY GERMANY
5	SALES	DIFF VS. MARKETING	SALES	DIFF VS. MARKETING	SALES		SALES	DIFF VS. MARKETING
LINE 1 4	4,900	-128	4,083	86	8,983	360	3,552	-105
LINE 2 6	6,236	226	5,197	188	11,433	529	4,521	-200
LINE3 6	6,398	(1737)	5,332	730	11,730	(3384)	4,639	(1121)
LINE4 5,	5,507	157	4,589	-107	10,097	/ -213	3,993	-198
TOTAL 17	17,534	-1,639	14,612	1,016	32,146	-2,495	12,712	816
							1	
		622			9	624		626

FIG. 6D

940 •

	U.S.	CANADA	FRANCE	GERMANY
LINE 1	4,900	4,083	8,983	3,552
LINE 2	6,236	5,197	11,433	4,521
LINE 3	6,398	5,332	11,730	4,639
LINE 4	5,507	4,589	10,097	3,993

LOCAL NETWORK INTERNET Z30 SERVER **NETWORK** 720 LINK 700 710 STORAGE DEVICE 702 COMMUNICATION INTERFACE 718 708 ROM BUS 704 **PROCESSOR 206** MAIN MEMORY 712 714 CURSOR CONTROL Z1<u>6</u> INPUT DEVICE DISPLAY

726

<u>S</u>

724

HOST

722

-728

Fig. 7

FIG. 8

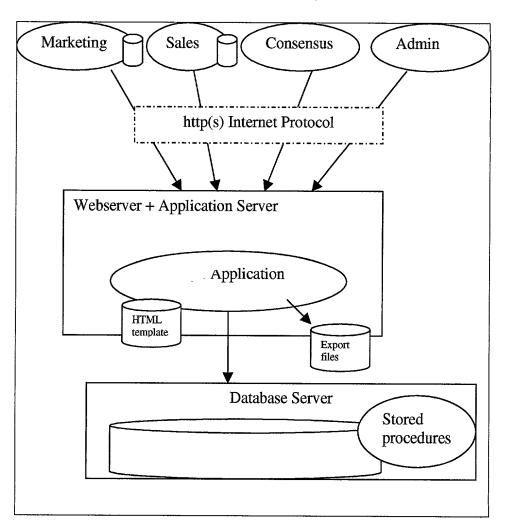


FIG. 9

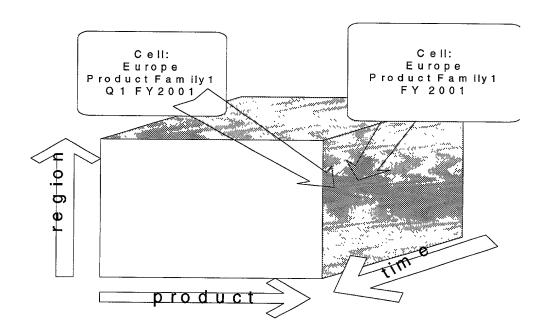


FIG. 10

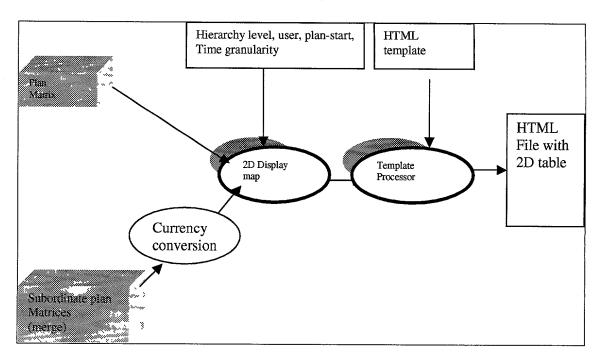


FIG. 11

